

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Reed Air Products

#### Ohio Manufacturing Extension Partnership

#### Reed Air Products Increases Savings And Sales With Lean Manufacturing

**Client Profile:**

Reed Air Products, a division of Mestek Corporation, manufactures louvers for functional and architectural uses. Located in Bradner, Ohio, the company employs 80 people.

**Situation:**

Reed Air Products, growing at a rate of 10 to 15 percent annually, wanted to reduce costs and throughput times with the goal of increasing production while avoiding additional capital expenditures. The company had worked with EISC, Inc. (EISC), a NIST MEP network affiliate, on previous projects, and once again contacted the organization for assistance.

**Solution:**

EISC met with Reed Air Products for a tour of the plant and a discussion of the problem. EISC discovered that the assembly operation is most critical to the flow of material, and targeted that area for a pilot lean implementation project.

EISC's team of experts offered a two-step approach to lean transformation. First, EISC trained all Reed Air Products team members in the fundamentals of lean manufacturing. Next, the organization performed a kaizen (or continuous improvement) event in the extrusion preparation area of the plant. The training actively demonstrated to Reed Air Products employees how to identify and remove waste in manufacturing processes. The kaizen event helped the team to quickly identify the root cause of problems and develop a way to improve those areas in order to reduce costs, improve quality, and increase delivery time.

By making simple changes, Reed Air Products was able to save 6 percent of costs, comfortably maintaining its growth rate within its existing capacity.

**Results:**

Recognized a 6 percent cost savings and growth in overall throughput.

Increased on-time shipments by approximately 15 percent.

**Testimonial:**

"EISC's assistance has helped us bring about a five-day reduction in customer lead time. That's the key to the increase in sales we have experienced so

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

far.”

Todd Wightman, Plant Manager